## Message Text

## UNCLASSIFIED

PAGE 01 KUWAIT 02808 221451Z ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 /030 W

-----221452Z 129584 /50

R 221255Z MAY 77

FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO USDA WASHDC

SECSTATE WASHDC 8096

AMEMBASSY ATHENS

AMEMBASSY ABU DHABI

AMEMBASSY CAIRO

AMEMBASSY DAMASCUS

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY MANAMA

AMEMBASSY MUSCAT

AMEMBASSY TEHRAN

AMCONSUL DHAHRAN

USINT BAGHDAD

USLO RIYADH

**UNCLAS KUWAIT 2808** 

USDOC FOR OIM/SAD AND BIC/CAGNE

ATHENS FOR RTDO

NEA/ARP FOR ZIOLKOWSKI

E.O. 11652: N/A

TAGS: BGEN, BEXP, BPUB

SUBJECT: THE TRADE MISSION BROCHURE PROBLEM

REF: (A) DHAHRAN 488 (NOTAL), (B) KUWAIT 1900 (NOTAL), (C) KUWAIT 1835 (NOTAL, (D) KUWAIT 1548 (NOTAL).

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1. EMBASSY GREATLY APPRECIATES USDA'S HAVING PROMPTLY POUCHED BROCHURES WELL IN ADVANCE OF JUNE 4-6 VISIT BY FAS PROCESSED FOOD SALES TEAM TO KUWAIT. PERUSAL OF EMBASSY FILES REVEALS THAT IN 10 OF THE LAST 10 USDOC COORDINATED TRADE MISSIONS, TECHNICAL SALES SEMINARS, AND IOGA'S BROCHURES DID NOT, REPEAT DID NOT, ARRIVE IN TIME.

- 2. EMBASSY CONCURS COMPLETELY WITH AMCONSUL DHAHRAN (REF A) THAT SUCH NON-ARRIVALS PLACE A SEVERE CONSTRAINT ON TRADE PROMOTION FOR THE AREA AND AN UNFAIR BURDEN ON THE INDIVIDUAL POSTS TRYING TO PROMOTE MISSION VISITS.
- 3. ACTION REQUESTED: THAT, AS WE HAVE REPEATEDLY REQUESTED A FEW OF OUR MANY PLEAS ON SUBJECT ARE REFERENCED), USDOC AIRPOUCH BROCHURES AT LEAST 4-6 WEEKS PRIOR TO ANY SCHEDULED TRADE MISSION TO KUWAIT. THIS IS NCESSARY BECAUSE AIRPOUCH CAN TAKE UP TO 3 WEEKS TO REACH KUWAIT, AND CREAKY LOCAL MAIL SYSTEM NECESSITATES LONG LEAD TIME FOR BROCHURES TO REACH WIDEST POSSIBLE AUDIENCE. BROCHURES SHOULD BE SENT BY POUCH, NOT BY AIR FREIGHT, AS IT TAKES WEEKS TO CLEAR AIR FREIGHT THROUGH KUWAIT CUSTOMS. SUTHERLAND

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## Message Attributes

Automatic Decaptioning: X

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Disposition Remarks:
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Subject: THE TRADE MISSION BROCHURE PROBLEM

TAGS: BGEN, BEXP, BPUB

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